

NORTH FLORIDA 8(A) & BUSINESS DEVELOPMENT QUARTERLY

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SAVE THE DATE!

State of Florida's
Office of Supplier
Diversity Business
Matchmaker
Conference & Trade
Fair

November 19-21, 2008
Gaylord Palms Resort
Orlando, FL

To Register or For More
Information,

[CLICK HERE](#)

Helping small businesses
start, grow and succeed.



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FISCAL YEAR 2008 A BIG SUCCESS IN GOVERNMENT CONTRACTING!

**Contracts Accepted Into the
8(a) Business Development Program
North Florida District Office
October 1, 2007 to September 30, 2008**

Major Group NAICS	# of Offers	\$ Amount of Offers
11 - Agri, Forestry, Fish & Hunt	16	\$5,682,124.00
22 - Utilities	1	\$700,000.00
23 - Construction	136	\$209,017,798.66
33 - Manufacturing	11	\$34,039,391.61
42 - Wholesale Trade	4	\$131,687.37
48 - Trans & Warehousing	1	\$3,000,000.00
53 - Real Estate & Rental & Leasing	1	\$401,350.00
54 - Prof., Sci & Technical Service	39	\$47,463,447.90
56 - Admin & Support & Waste Mgmt	22	\$33,544,595.77
61 - Educational Services	2	\$663,800.00
62 - Health Care & Social Asst	2	\$561,400.00
81 - Other Service	3	\$2,600,380.00
Grand Total	238	\$337,805,975.31

Federal Agency	# of Offers	\$ Amount of Offers
Department of Defense-Joint Reserve Base	6	\$2,054,000.00
National Aeronautics and Space Administration	1	\$500,000.00
U.S. Army Corps of Engineers	3	\$28,000,000.00
U.S. Defense Logistics Agency	1	\$796,986.86
U.S. Department of Education	1	\$2,075,327.00
U.S. Department of Housing & Urban Development	1	\$27,500.00
U.S. Department of the Navy	34	\$33,345,929.60
U.S. Dept of Agriculture	11	\$2,712,536.00
U.S. Dept of Homeland Security	23	\$11,269,993.47
U.S. Dept of Justice	1	\$900,000.00
U.S. Dept of State	1	\$3,500,000.00
U.S. Dept of the Air Force	43	\$60,161,948.04
U.S. Dept of the Army	33	\$110,583,138.00
U.S. Dept of the Interior	26	\$15,931,946.00
U.S. Dept of the Navy	39	\$54,296,018.00
U.S. Environmental Protection Agency	3	\$2,838,969.14
U.S. General Service Administration	8	\$4,561,883.20
U.S. Marine Corps	3	\$4,249,800.00
Grand Total	238	\$337,805,975.31

CALENDAR OF EVENTS

November 13– Miami

Statewide DBE Matchmaker Conference, 9:00 am to 1:00 pm, for more info & to register, visit www.blackmonroberts.com

November 13-14, Macdill AFB

Service-Disabled Veteran Owned Small Business Technology Conference to be held at the MacDill Air Force Base Officers' Club, for more info, please contact www.afceatampa.org/advosb

November 17– Jacksonville

State of Small Business Address by Mayor Peyton, UNF University Center, 8:00 am to 10:30 am– free of charge. For more info, visit www.essentialcapital.net.

November 19-21 Orlando

State of Florida Office of Supplier Diversity Matchmaker Conference & Tradeshow, Gaylord Palms Resort, [Click here for more info.](#)

November 21– Jacksonville

Women's Business Roundtable 11:45 am to 2:00 pm, Legal Implications on HR Policies– Free, Must Register to Donna Padgug, 904-443-1971 or donna.padgug@sba.gov.

November 25– Jacksonville

Learn About Programs & Services SBA Provides at the SBA District Office 10:00 am to 2:00 pm– Free of Charge! To register, please call 904-443-1923.

December 4– Pensacola

Are You In the Zone Workshop– Learn More about Hubzones– Save the Date– more info to come soon!

December 10- Tampa

Statewide DBE Matchmaker Conference, 9:00 am to 1:00 pm, for more info & to register, visit www.blackmonroberts.com

Please submit any future events you would like to share to lola.naylor@sba.gov



News From Kenneth Hamilton,

Assistant District Director /Business Development, SBA North Florida

In the wake of the current and anticipated financial crisis, I am happy to report some positive news. As the chart on the front page of this newsletter indicates, the North Florida District's 8(a) Business Development Program had a very successful Fiscal Year 2008.

During the year, we accepted 238 new contract requirements into the 8(a) program, amounting to \$337 Million from federal agencies. These requirements were either assigned to our North Florida 8(a) contractors as a Sole Source offer, or placed in a Competitive status within the program where any qualified 8(a) participant could compete for the award. Also, we welcomed 23 new firms into our North Florida District 8(a) Program this year.

While we do not know at this point what impact the current economic conditions will have upon federal contracting in FY09, it is prudent to expect that government spending will be curtailed to some degree. In our district offices and throughout all levels of SBA, we are implementing a number of new initiatives that should lessen the potential impact to our small businesses.

Already, you should have seen announcements from our Washington office addressing issues that businesses are facing. At our district level, we are implementing plans that will strengthen our federal procurement program and will help our small businesses secure contracting opportunities. Our Lender Relations department is holding meetings with our local lending institutions in an effort to help free access to capital for our small businesses.

This next year will be challenging, yet we are ready to embrace the challenge. This is only the second month in our new fiscal year and we are signing contract offers into our program for our local 8(a) participants. The lending institutions in the area are telling us that there are still funds available for small business loans: albeit requirements may be somewhat more stringent.

Even though we hear bad news about the economy each day, the federal government spends in excess of \$400 Billion annually and 23% of these contract dollars are targeted for small businesses. Our 8(a) firms received a relatively small portion of the total dollars spent – there is room for growth. So, in spite of this country's economic turbulence, having federal contracting as part of your business mix could be the key to surviving this economic downturn.

Congratulations to all of our 8(a) participants for a very successful year, and thank you to all our procurement partners who support our program.

CONGRATULATIONS TO SBA'S 8(A) FIRMS!!!!

The 8(a) firms (or graduated firms) listed below were recognized by the Jacksonville Business Journal as the Top 40 Minority-Owned Businesses in 2008 during the *Diversity Awards*. CONGRATULATIONS!!!

- Xeye, Inc., Joseph Hutchinson, Owner
- Herrera Construction Co., Otto Herrera, CEO
- Adpen Laboratories, Rolando Perez, President ** Graduated 8(a) Firm
- Global Infonet, Inc., Smitha Joseph, President
- NP Construction of North Florida, Inc., Nelson Peraza, President ** Graduated 8(a) Firm
- TTV Architects, Inc., Tri T. Vu, President ** Graduated 8(a) Firm
- Enterprise Maintenance Service, Young C. Kim, President
- Estrella Engineering, Inc., Larry Estrella, President
- The Ohmega Group Consulting Engineers, Mark Morley, President

A special congratulations goes to SBA District Director, Wilfredo J. Gonzalez for receiving the Individual Mentor Award during the Jacksonville Business Journal's Diversity Awards!



Some Opportunities to Share....

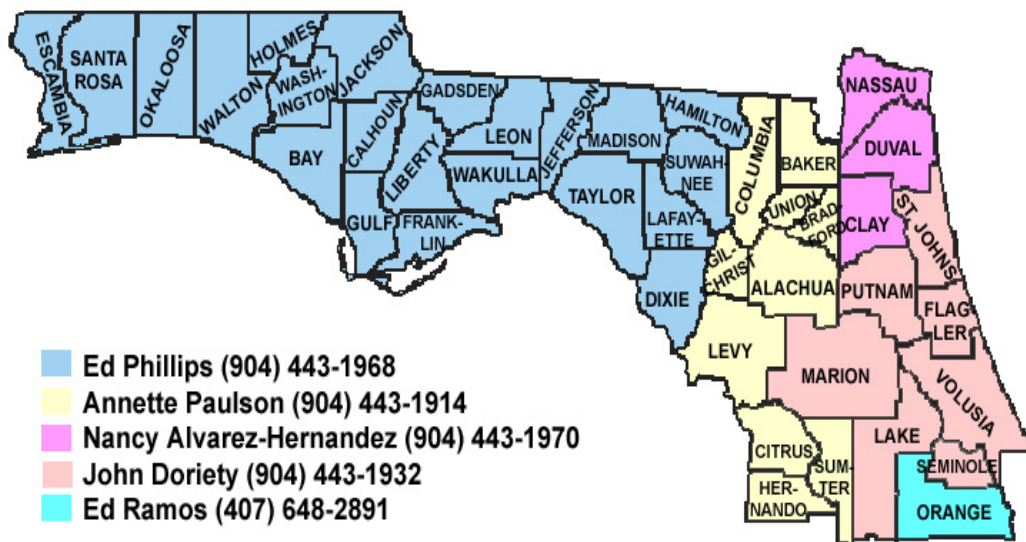
- To cut costs, State Department revamps embassy contracting: <http://www.federaltimes.com/index.php?S=3770121>
- MacDill AFB is breaking down the incumbent Base Operational Services (BOS) Contract performed by CHUGACH into six separate efforts! The modified BOS will be a SB set aside as will be the Multiple Award Construction Contract (MACC).
 - ✓ The MFH is privatized to Clark Builders Group, LLC!
 - ✓ The IT Support and Financial Resource Support are to be SDVOSB Set Asides!
 - ✓ The final requirement is the Grounds Maintenance! This effort is estimated at \$2-3M per year!

For more information, please contact: Nelson Escribano, DAFC, Small Business Specialist, 6 AMW, MAFB, FL, 813/828-0264, DSN (968)
- Please click on the list (by state and Activity) of approved military-VA construction requirements. The listing comes from the recently passed FY-2009 Military Construction-Veterans Administration Appropriations Conference Report. [Click Here](#)
- Department of the Army/U.S. Army Corps of Engineers Special Forces Complex, Eglin AFB Solicitation - [Click Here](#)
- Department of the Army/U.S. Army Corps of Engineers Special Tactics Group Facility, Hurlburt Field Solicitation - [Click Here](#)

Calling All Small Businesses in AGRICULTURE!

The Department of Agriculture (USDA) is in need of your help! USDA is looking to provide **ALL** Small Businesses an opportunity to grow their enterprises, utilizing Federal contracting opportunities.

[CLICK HERE FOR MORE INFO!](#)



The North Florida District Business Opportunity Specialists are here to Assist You in your Government Contracting Needs

Electronic Annual Reviews a Huge Success! *By Ed Phillips, SBA*

SBA's New Electronic Annual Review Software Program has been a huge success with the SBA North Florida District Office 8(a) Participants. The new system allows firms to electronically update their annual review data and financial information directly into SBA's Business Development Management Information System (BDMIS) database for our review. The new BDMIS Annual Review process is linked to your original application and this helps the SBA verify your continuing eligibility to remain in the 8(a) Business Development Program as an active participant.

Over 33 8(a) Participants from North Florida, have already successfully submitted their annual reviews using BDMIS since July 28, 2008. 26 firms have been approved and 7 others are pending review.

To start your online 8(a) Program Annual Review, log-in to GLS using your User ID and password at https://eweb.sba.gov/gls/dsp_login.cfm and complete the 5-Step process.

If you have any questions, please call or e-mail your assigned Business Development Specialist listed above.

NEWS FROM YOUR COLLEAGUES

U. S. Small Business Administration

North Florida District Office
7825 Baymeadows Way
Suite 100-B
Jacksonville, FL 32256
www.sba.gov/fl/north

Phone: 904-443-1900
Fax: 904-443-1980
E-mail: lola.naylor@sba.gov

Check out the
Website our office
thinks is Cool!

<http://www.fedaccess.com/index.html>

Helping small businesses
start, grow and succeed.



Your Small Business Resource

Congratulations to One of Our 8(a) Firms, Team Pegine & Pegine Echevarria for Completing the ATHENA[®]PowerLink[®] Program!!!

Team Pegine, Inc. is an information marketing company that provides clients products, training programs and services that increase profits, productivity, recruitment and engagement of people in a diverse world with gusto! Clients include the US Army, Army National Guard, Verizon, State Farm, Mayo Clinic, Merrill Lynch, and Colgate Palmolive among others.

A former girl gang member in the Bronx, Pegine has come a long way from the tough streets to one of 100 distinguished global thought leaders on Leadership and Diversity and a member of the Motivational Speakers Hall of Fame (the first Latina to be inducted).



Pegine makes frequent appearances on national talk shows like Montel Williams and Queen Latifah, and has won numerous awards and honors. She is the author of several books and a training guide for mentoring young women and girls.

For more information visit www.pegine.com



Services

Jacksonville's ATHENA[®]PowerLink[®] program, one of only 27 in the nation, concentrates on women-owned businesses that are at least two years old and beyond the initial start-up difficulties. In essence, the program "links" the business with a panel of unpaid advisors, who agree to work with her for one year to meet her business goals and objectives. Business owners learn to network, access capital and implement best practices from these volunteer advisors. For more information, please Contact Sandy Bartow at 904-924-1100 x 224 or email sandy.bartow@myjaxchamber.com



WELCOME TO THE SBA's 8(a) PROGRAM!!

The following firms were accepted to the SBA North Florida 8(a) Program in FY 2008:

- | | | |
|--|---|--|
| • Vincent Jones Roofing, Inc. | • Group, LLC | • Maverick Constructors, LLC |
| • Advanced Systems Design | • Linking Solution, Inc. | • Goldrush77.com |
| • H2 Performance Consulting Corp. | • Sena-Tech, LLC | • Threshold Placement Services, Inc. |
| • Watley Engineering, LLC | • Interior Solutions and Design, Inc. | • Gatlins Cleaning Service |
| • Good 2 Go Event Management, Inc. | • 3E Consultants, Inc. | • Cye Enterprises, Inc. |
| • Computer Evidence Specialists, LLC | • H2 IT Solutions, Inc. | • Estrella Engineering, Inc. |
| • Harvey, Covington & Thomas of Central Florida, LLC | • CRJ Management Services, Inc. | • Trinity Analysis & Development Corp. |
| • HOOAH LLC. | • ENG Engineering, Inc. | • Bengal Engineering Inc. |
| • Arrow Construction | • The Rockhill Group, Inc. | • World Wide Communications USA |
| | • Sun Engineering Construction Management, Corp | |
| | • HX5, LLC | |

INCREASE IN SMALL BUSINESS SIZE STANDARDS



U. S. Small Business Administration

North Florida District Office
7825 Baymeadows Way
Suite 100-B
Jacksonville, FL 32256
www.sba.gov/fl/north

Phone: 904-443-1900
Fax: 904-443-1980
E-mail: lola.naylor@sba.gov

Save the Date!

Ready Talk (interactive web training) is coming up!! Attend SBA training using your own computer & phone!

Why joint Venture?

Tuesday., November 25th
10:30 am to 11:30 am

HUBZone Certification

Tuesday, December 16th
10:30 am to 11:30 am

Making the Move: Home Based to Office Based

Wednesday, January 21
10:30 am to 11:30 am

8(a) Certification

Wednesday, February 18, 2009
10:30 am to 11:30 am

A Registration link will be e-mailed to you soon to register for each Webinar—Keep on the look out!

Helping small businesses **start**, **grow** and **succeed**.



Your Small Business Resource

The U. S. Small Business Administration (SBA) increased all revenue based small business size standards on August 18, 2008. These size standards were adjusted 8.7% for inflation and are incorporated into CCR and the DSBS. **The size standards were not automatically incorporated into ORCA profiles.** A registrant must update their ORCA profile in order for the adjusted size standards to appear in their ORCA profile. For more information on the increased size standards, please go to: <http://www.sba.gov/size> and click on "What's New".

Government Contracting /S Fun!

DO YOU KNOW YOUR ACQUISITION TERMS?

WORD SEARCH



ACQUISITION TERMS IN WORD SEARCH PUZZLE

ACCEPTANCE	COTR	COMPENSATION
CHANGE ORDER	OVERHEAD	AUDIT
COMMERCIAL ITEM	TAX	AGENCY
DESIGN	SAMPLE	NEGOTIATIONS
WORK	CONTRACT	SBA
COST	DAVIS BACON	AWARD
WASTE	BID	UNIT
PROFITS	MATERIALS	FIXED PRICE
FOB	TIME	FAR
CONTRACTOR	LABOR	PAYMENTS
BOND	ALLOWABLE COST	

"Words may be found in any direction"



MENTOR PROTÉGÉ CONNECTION

U. S. Small Business Administration

North Florida District Office
7825 Baymeadows Way
Suite 100-B
Jacksonville, FL 32256
www.sba.gov/fl/north

Phone: 904-443-1900
Fax: 904-443-1980
E-mail: lola.naylor@sba.gov

FREE & OPEN TO THE PUBLIC!!

On November 17th, Essential Capital Finance, Inc., and its partners the SBA and the Small Business Development Center at UNF will host the

2nd Annual "America's Small Business...State of the Sector" address in Jacksonville

Mayor John Peyton
keynote speaker

Board of Trustees Room
12000 Alumni Drive, Jacksonville

- Continental Breakfast 8:00 a.m.
- Program concludes 10:30 am

To register, please visit:
WWW.ESSENTIALCAPITAL.NET
For more information you can contact
Hazel Yates-
Campbell(904) 703-6262 or you can
call Essential Capital at
904-398-9411

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Your Small Business Resource

In an effort to assist 8(a) program participants find a suitable mentor or protégé, we have developed this listing to identify firms interested in participating in SBA's Mentor Protégé Program. The listing provides the firm's basic contact information (company name, point of contact, address telephone, email address, website and firm's primary industry) to aide in the selection.

The list is divided into two listings; one list identifies firms whose interest is to participate as "protégé," and the second list firms interested in participating as "mentor." Interested Mentors and/or Protégés should select a prospective candidate, conduct the appropriate research, determine compatibility and contact the concern.

INTERESTED PROTÉGÉS

HJW Designs, Inc.

POC: Jacqueline Williams
Interior Design Services
809 Lomax Street
Jacksonville, Florida 32204
Tel: 904-355-7844
Email: jpwwinteriordesign.com
Website: www.jpwwinteriordesign.com
Primary Industry: Interior Design Services

I-Tech Personnel Services, Inc.

POC: Marco Tran
825 Cassat Avenue
Jacksonville, Florida 32205
Tel: 904-381-1911
Email: mtran@itchpersonnel.com
Website: www.itchpersonnel.com
Primary Industry: Staffing & Employment Services

Global Business Solutions, Inc.

POC: Randy M. Ramos
2400 West Michigan Ave., Suite #4
Pensacola, FL 32526
Tel: 850-944-7579
Email: rramos@gb-solutions.com
Website: www.gb-solutions.com
Primary Industry: Information Technology Services/ Technical Training

COMELCO, Inc.

POC: Jesse Gonzalez
410 North St. Unit 130,
Longwood, FL 32750
407-830-5884
Email: Jesse@comelcoinc.com
Website: <http://jesse@comelcoinc.com>
Primary Industry: Construction; Electrical, Roofing, Plumbing, Heating and Air Conditioning, more....

Florida Cleaning Systems, Inc.

Rene Barrios
3650 Saint Johns Pkwy,
Sanford, FL 32771
407-268-4035
Email: rene@floridacleaningsystems.com
Primary Industry: Janitorial, Commercial/Institutional Building Construction, Masonry, Roofing Contractor, more....

World Wide Communications

POC: Joshua Sizemore
6195-5 Lake Gray Blvd
904-777-0087-201
Email: Joshua@wwcusa.com
Website: www.wwcusa.com
Primary Industry: Information Technology Services

Visual Solutions, Inc.

POC: Melissa Hong
9550 Regency Square Blvd., Suite #803,
Jacksonville, FL 32225

(904) 732-2343

Email: Melissa@VisualSolutionInc.com
www.VisualSolutionsInc.com
Primary Industry: Computer Systems Designs, Training & Programming, Graphic & Industrial Design, Professional & Management Development Training

CRJ Management Services, Inc.

POC: Lee Jones
12 Miracle Strip Parkway, Suite 203B
Fort Walton Beach, FL 32548
Tel: 850-936-5060
e-mail: cjmanagementservices@mchsi.com
Primary Industry: Janitorial

Advanced Systems Design, Inc.

POC: John Du Bard (Alt: John Adams)
2450 Tim Gamble, Suite 200
Tallahassee, FL 32308
Tel: 850-385-5129 x 5
e-mail: jdubard@asd-web.com or jadams@asd-web.com
Website: www.asd-web.com
Primary Industry: Computer/Management/Engineering

GISRDC

POC: Dr. Linda Tomaselli
341 Jamaica Way
Niceville, FL 32578
Tel: 850-897-2012
ltomaselli@earthlink.com

Primary Industry: Research & Development in Social Sciences and Humanities (541730)

Jackson Automated Management Systems, Inc.

POC: Phil Jackson
1604 Campbell Drive
Fort Walton Beach, FL 32547
Tel: 850-863-5261
e-mail: phillip.jackson@jams.com
Website: www.jams.com
Primary Industry: Information Technology Service

ISOCORP, Inc.

POC: Walter Ales
2010-2 Raymond Diehl Road
Tallahassee, FL 32308
Tel: 850-222-8060
e-mail: wales@iso-corp.com
Website: www.iso-corp.com
Primary Industry: Custom Computer Programming Services

WPR, Inc.

POC: Lauren Coogle/Pete Russell
4175 Briarglen Road
Milton, FL 32583
E-mail: wprinc@bellsouth.net
Web site: www.wprconcrete.com
Primary Industry: Mix Concrete, precast concrete, and Construction.

INTERESTED MENTORS

Inland Construction & Equipment, Inc.

POC: Chad Bruckschen
309 East 11th Street
Panama City, Florida 32401
Tel: 850-872-2129
e-mail: inlandequipment@hotmail.com
Website: www.inlandconstructionequipment.com

Primary Industry: General Construction

SWEAT, Inc.

POC: Robert Sweat
Post Office Box 30300
Pensacola, FL 32503
Tel: 850-438-4155
e-mail: robsweat@aol.com
Primary Industry: Support Activities for Forestry

Control Systems Research, Inc.

POC: Bob Schmidt
368 Adams Avenue
Valparaiso, FL 32580
Tel: 850-678-7015
e-mail: Bob.Schmidt@csr-fl.com
Website: www.csr-fl.com
Primary Industry: Engineering and Support Services
Civil Services, Inc
William Price, President

2394 St Johns Bluff Road S.
Jacksonville, FL 32246
Tel: 904-641-1834

Email: price@civilserviceinc.com
Website: www.civilservicesinc.com
Primary Industry: roadway, highway, bridge design, civil design, engineering, geotechnical engineering, etc.